

## Message Text

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ACTION AF-10

INFO OCT-01 ISO-00 EB-08 ICA-20 PA-02 /041 W  
-----003226 212343Z /73

R 201035Z APR 78  
FM AMEMBASSY LAGOS  
TO SECSTATE WASHDC 7999  
USDOC WASHDC  
HUD WASHDC  
INFO AMEMBASSY ACCRA  
AMEMBASSY ABIDJAN  
AMEMBASSY COTONOU  
AMEMBASSY LOME  
AMEMBASSY MONROVIA  
AMCONSUL IBADAN  
AMCONSUL KADUNA

UNCLAS SECTION 1 OF 3 LAGOS 04952

E.O. 11652: N/A  
TAGS: BEXP, BGEN, BTRA, BBAK, PINR, NI  
SUBJECT: NIGERIAN-AMERICAN CHAMBER OF COMMERCE TRADE MISSION TO U.S.

REF: (A) LAGOS 2764: (B) STATE 55249: (C) FEB. 23 VGARBARINO/HERNDON  
LETTER: (D) LAGOS 2396: (E) STATE 038426: (F) STATE 10084

1. THE LAGOS CHAPTER OF THE NIGERIAN-AMERICAN CHAMBER OF COMMERCE  
(N-A C/C) PLANS A TRADE MISSION TO THE U.S. FROM JUNE 9 TO JULY 1,  
1978. THE ITINERARY IS AS FOLLOWS:

JUNE 9 - DEPART LAGOS FOR NEW YORK WITH ONE DAY STOPOVER LONDON  
JUNE 10 - DEPART LONDON  
JUNE 10-14 - NEW YORK  
JUNE 14-17 - CHICAGO  
JUNE 17-21 - LOS ANGELES  
JUNE 21-26 - HOUSTON  
JUNE 26-29 - ATLANTA  
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JUNE 29-30 - WASHINGTON, D.C.  
JUNE 30 - DEPART WASHINGTON, D.C. VIA LONDON FOR LAGOS  
PRESENTLY 23 PEOPLE HAVE PAID IN TOTAL. WE EXPECT NO MORE THAN  
25 PARTICIPANTS.

2. MANY PEOPLE HAVE EXPRESSED INTEREST IN ENTERTAINING THE  
CHAMBER IN DIFFERENT CITIES. IN NEW YORK, THE HEAD OF THE

NEW YORK CHAPTER OF THE NIGERIAN-AMERICAN CHAMBER OF COMMERCE, MR. G.M. GARBARINO, IS PLANNING A LUNCHEON. AMBASSADORS ANDREW YOUNG AND LESLIE HARRIMAN OF THE UN SHOULD BE INFORMED. MR. WARREN P. CHATMON OF DANIELS AND BELL, INC., 20 EXCHANGE PLACE, NEW YORK, N.Y. TELEPHONE 212 422-1700 HAS REQUESTED THAT HE BE PUT ON THE PROGRAM FOR NEW YORK. CHASE MANHATTAN BANK WOULD LIKE TO BE INVOLVED. HLW INTERNATIONAL, MR. JOHN FOTI, VICE PRESIDENT, WOULD ALSO LIKE TO MEET THE CHAMBER. IN CHICAGO, MR. GEORGE JOHNSON, JOHNSON PRODUCTS, INC., 8522 S. LAFAYETTE ST., CHICAGO, HAS REQUESTED THAT HE ASSIST IN THE CHICAGO ARRANGEMENTS. ALSO IN CHICAGO, FIRST NATIONAL BANK OF CHICAGO, 1 FIRST NATIONAL PLAZA, WOULD LIKE TO MEET WITH THE CHAMBER. THE MAYOR OF EAST ST. LOUIS, ILLINOIS, DR. WILLIAM MASON, SHOULD BE CONTACTED TO MEET THE CHAMBER IN CHICAGO. IN LOS ANGELES, MAYOR THOMAS BRADLEY WILL PRESENT KEYS TO CITY TO THE CHAMBER. ORGANIZATIONS SUCH AS PROLINE, PRESIDENT, COLLIER COTTRELL: SHINDINA TOYS, PRESIDENT ROBERT BOBO, 6107 S. CENTRAL AVE., LOS ANGELES: AND SSM INTERNATIONAL), VICE PRESIDENT, STEPHEN MATHEWS, 5455 WILSHIRE BLVD., SUITE 1606, LOS ANGELES, TELEPHONE 213 933-5836 (THIS COMPANY IS A MEMBER OF THE LAGOS N-A C/C) WOULD LIKE TO ASSIST IN THIS PROGRAM. IN HOUSTON, GULF, TEXACO AND OTHER OIL COMPANIES AND CRS INTERNATIONAL WOULD LIKE TO HOST THE CHAMBER. RAYMOND INTERNATIONAL SHOULD BE INFORMED. THE N-A C/C LAGOS WOULD LIKE TO INAUGURATE ITS SISTER CHAMBER IN HOUSTON WHICH WAS INCORPORATED JANUARY 26, 1978. THE CHAMBER DURING ITS VISIT WOULD ALSO LIKE

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TO MEET WITH MS. BARBARA JORDAN. IN ATLANTA, THE CHAMBER WOULD LIKE TO MEET WITH MR. JESSIE HILL, JR., CHIEF EXECUTIVE OFFICER, ATLANTA LIFE INSURANCE, 148 ALBURN AVE., N.E., ATLANTA, TELEPHONE 404 659-2100. THE LAGOS CHAPTER OF N-A C/C HOSTED A RECEPTION FOR MR. HILL DURING HIS VISIT TO LAGOS WITH THE PRESIDENTIAL PARTY. THE CHAMBER WOULD ALSO LIKE TO MEET WITH MR. WALTER YOUNG, MAYOR MAYNARD JACKSON AND ANY OTHER AMERICAN BUSINESS PERSONS. IN WASHINGTON, D.C., THE CHAMBER WOULD LIKE TO PRESENT A GIFT TO PRESIDENT CARTER OR AT LEAST HAVE A MEETING IN THE WHITE HOUSE WHERE THE GIFT CAN BE PRESENTED. THE CHAMBER WOULD LIKE TO MEET WITH DEPARTMENTS OF STATE, COMMERCE AND AGRICULTURE, THE NATIONAL ASSOCIATION OF BLACK MANUFACTURERS, 1625 I STREET, N.W., TELEPHONE 785-5133, THE ASSOCIATED GENERAL CONTRACTORS OF AMERICA, NATIONAL HEADQUARTERS, 1957 E ST., N.W., MR. ANDRE BREMMER OF ZICEMMER AND ASSOCIATES, 1201 CONNECTICUT AVE., N.W., TELEPHONE 466-3474, MR. JOHN ADAMS OF WALLACE AND WALLACE CHEMICAL CORP, 910 10TH STREET, SUITE 600, WASHINGTON, D.C., MR. MEL MCCAWE, AFRICAN INSTITUTE, 1201 CONNECTICUT AVE., NW, WASHINGTON, D.C., TELEPHONE 202 872-0521, DIRECTOR AFRICAN AMERICAN COMMERCE INTERNATIONAL, INC., 1100

17TH ST., N.W., TELEPHONE 202 659-3930 AND DIRECTOR AFRICAN AMERICAN SCHOLARS COUNCIL, 1001 CONNECTICUT AVE., N.W., TELEPHONE 202 785-4743, AND ANY OTHER GROUPS INTERESTED IN DOING BUSINESS IN NIGERIA. OF COURSE THE AFOREMENTIONED LIST OF PEOPLE IS NOT CONCLUSIVE. THESE ARE JUST SOME OF THE PEOPLE WHO HAVE CONTACTED THE CHAMBER AND THOSE THE CHAMBER HAS CONTACTED WITH REGARD TO THIS TRADE MISSION.

3. THE FOLLOWING PEOPLE WILL BE PARTICIPATING IN THIS TRADE MISSION:

1. CHIEF DOTUN OKUNBANJO
  2. CHIEF R.B.K. OKAFOR
  3. MR. E. ADE OJO
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4. MR. EMMANUEL OMATSOLA
5. MR. S.I. KOLA BANKOLE
6. CHIEF O.G. THOMPSON
7. MR. A. APARA
8. MR. IBIKUNLE ALAKIJA
9. DR. ARTHUR NYLANDER
10. MR. G.C.O. BABATOLA
11. MR. S.A. FABORO
12. MR. J.O. AKINLADE

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AMEMBASSY LOME

AMEMBASSY MONROVIA  
AMCONSUL IBADAN  
AMCONSUL KADUNA

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13. MR. GEORGE NKWA
14. CHIEF D.O. OGUGUA
15. MR. F.O.A. ATOKI
16. MR. T.K. AUDIFFEREN
17. MRS. MARCY OKAFOR
18. DR. F.C. OKOYE AND MR. J.C. OKOYE (23.)
19. MR. E. ALABI TYOMPSON
20. MR. RONKE SEMOWO
21. MALLAM JIBRIL
22. MR. S.I. LAWAL

FOLLOWING IS A BRIEF DESCRIPTION OF SOME OF THE PARTICIPANTS AND  
THEIR INTERESTS:

CHIEF DOTUN OKUNBANJO - PRESENT PRESIDENT OF LAGOS NIGERIAN-

-----  
AMERICAN CHAMBER OF COMMERCE, MANAGING DIRECTOR OF PUBLIC SERVICES  
LTD., AND DOAL ENTERPRISES LTD. (INVESTMENT PROMOTERS INTER-  
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NATIONAL BUSINESS CONSULTANTS), DIRECTOR OF REPRODUCTION NIGERIA LTD.

,  
(PRINTING AND PAPER LTD.), AND PARTNER OF CRS INTERNATIONAL,  
WILL HEAD THE TRADE MISSION. HE OPERATES A PRIVATE ADVERTISING  
AND MARKETING RESEARCH ORGANIZATION. HE IS INTERESTED IN IMPORTING  
PAPER, CASKET MANUFACTURING, PRINTING MATERIALS AND  
EQUIPMENT MANUFACTURE AND THE FOOD INDUSTRY. CHIEF OKINBANJO  
HAS VISITED THE U.S. A NUMBER OF TIMES AND HAS CHILDREN  
STUDYING IN THE U.S. HE HAS ASSISTED IN WINNING MASTER PLANNING  
CONTRACTS IN MAIDUGURI FOR CRS INTERNATIONAL.

CHIEF R.B. OKAFOR, THE ALTERNATE LEADER OF THE DELEGATION, IS

-----  
THE FIRST VICE PRESIDENT OF THE LAGOS NIGERIAN-AMERICAN  
CHAMBER OF COMMERCE. HE IS THE CHAIRMAN OF CONTINENTAL GROUP  
COMPANIES AND PRESIDENT OF NIGERIAN INSTITUTE OF FREIGHT  
FORWARDERS. CHIEF OKAFOR WOULD LIKE TO MAKE CONTACT WITH  
AMERICAN SHIPPING COMPANIES WHOSE VESSELS COME TO WEST  
AFRICAN COUNTRIES. HE IS PARTICULARLY INTERESTED IN A JOINT  
VENTURE WITH MEMBERS OF THE AMERICAN WEST AFRICA FREIGHT  
CONFERENCE (AWAFC). HIS INTERESTS ALSO INCLUDE JETTY  
DEVELOPMENT IN NIGERIA AND FREE GOODS MOVEMENT BETWEEN NIGERIAN  
AND U.S. PORTS. SECONDARY INTERESTS ARE IN PARTNERSHIP AND  
JOINT VENTURE IN BREWERY AND SOFT DRINKS PROJECTS. HE WOULD

LIKE TO VISIT OPIC TO DISCUSS INVESTMENTS IN DEVELOPMENT OF  
MARINE AND TANKER OPERATIONS. CHIEF OKAFOR WILL BE TRAVELING  
WITH HIS WIFE WHO RECENTLY GRADUATED FROM THE UNIVERSITY OF IFE.

DR. ARTHUR NYLANDER, SECOND VICE PRESIDENT OF LAGOS NIGERIAN-

-----  
AMERICAN CHAMBER OF COMMERCE IS A FORMER LAWYER IN NIGERIA  
AND A FORMER LECTURER IN LAGOS&. HE HAS EXPRESSED INTEREST IN  
LEGAL RE RESENTATION.

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MR. E.ADE OJO, TREASURER OF NIGERIAN-AMERICAN CHAMBER OF COMMERCE,

-----  
IS AN ATTORNEY AT LAW WITH 18 YEARS OF EXPERIENCE. HE IS  
PRESENTLY SENIOR EXECUTIVE OF TEXACO OIL MARKETING COMPANY  
AND HAS EQUITY INTEREST IN A NUMBER OF CONSTRUCTION COMPANIES.  
MR. OJO IS PLANNING TO RETIRE SOON AND IS SEEKING PARTNERS IN  
CONSTRUCTION AND ALLIED INDUSTRIES SUCH AS PRE-MIX AND  
OTHER CONCRETE MANUFACTURERS. HE IS ALSO AVAILABLE FOR CON-  
SULTANCY ON LEGAL MATTERS BASED ON HIS INDUSTRY EXPERIENCE AS  
EXECUTIVE OF TEXACO.

MR. EMMANUEL OMATSOLA, GENERAL SECRETARY, IS PRESENTLY PUBLIC

-----  
RELATIONS OFFICER FOR GULF OIL. MR. OMATSOLA WAS AT ONE TIME  
AN ANNOUNCER IN NIGERIAN T.V. AT PRESENT WE DO NOT HAVE IN-  
FORMATION ON HIS SPECIFIC INTERESTS IN U.S.BUT WILL CABLE ASAP.

MR.S.I. KOLA BANKOLE, MANAGING DIRECTOR OF BANKOLE AND ASSOCIATES,

-----  
IS ONE OF THE LEADING ARCHITECTS AND PLANNING CONSULTANTS IN  
NIGERIA. MR. BANKOLE IS INTERESTED IN CONTACTING BUSINESSMEN  
IN THIS SAME FIELD OF INTEREST.

CHIEF O.G. THOMPSON, CHAIRMAN AND MANAGING DIRECTOR OF OGT

-----  
GROUP OF COMPANIES.HE IS INTERESTED IN CONSTRUCTION  
CONSULTANCY,WATER TREATMENT, ENGINEERING, MANUFACTURERS OF  
AGRICULTURAL, HOSPITAL, OFFICE, AIRCONDITIONING AND TELE-  
COMMUNICATIONS EQUIPMENT: FOOD PRECESSING AND SHIPPING FIRMS.  
MR. MALLAM JIBRIL WILL ACCOMPANY CHIEF THOMPSON.

MR. A.O. APARA, SENIOR PARTNER AND DIRECTOR OF IDEM

-----  
CONSULTANTS AND FAIR LAKES HOTELS LTD. MR. APARA IS  
INTERESTED IN CONSULTANCY AND MANAGEMENT FIRMS IN THE HOTEL  
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INDUSTRY.

MR. I. ALAKIJA, MANAGING DIRECTOR OF ALAKIJA AND ALAKIJA CON-

-----  
TRACTING SERVICES LTD., ONE OF THE LARGEST INDIGENOUS  
CONSTRUCTION COMPANIES IN NIGERIA FOR MORE THAN 23 YEARS. HE  
I

INTETERESTED MAINLY IN CONSTRUCTION PROJECTS AND BUYING  
ANY SHARES OF AMERICAN COMPANIES IN NIGERIA. HE IS INTERESTED  
IN DEVELOPING ANY GROUP OF BUSINESS, PARTICULARLY ANY  
ALLIED CONSTRUCTION INDUSTRIES.

MR. G.C. O. BABATOLA, A LAWYER AND LEGAL ADVISOR TO STANDARD

-----  
CONSOLIDATED CONSTRUCTION AND DREDGING COMPANY, IS INTERESTED  
IN BUILDING,ENGINEERING, SHIPPING, DREDGING AND DEVELOPING  
HIS COMMERCIAL LAW PRACTICE.

MR. S.A. FABORO, IS A SENIOR PARTNER IN S.A. FABORO AND COMPANY,

-----  
AND A LEGAL PRACTITIONER. HE IS INTERESTED IN PARTNERSHIP  
AND REPRESENTATIVE IN AGRICULTURE AND LARGE SCALE FARMING.

MR. J.O. AKINLADE, MANAGING DIRECTOR OF JAKINSON EDUCATIONAL

-----  
PUBLICATIONS, IS INTERESTED IN MEETING WITH PUBLISHERE OF  
REFERENCE PUBLICATIONS, ACADEMIC TEXT BOOKS, AND GENERAL  
INTEREST BOOKS. HE IS ALSO INTERESTED IN POSSIBILITY OF  
JOINT VENTURES IN ESTABLISHING LOCAL PUBLISHING HOUSE IN  
NIGERIA. OTHER INTERESTS INCLUDE AUDIO VISUAL AIDES,  
WORLD GLOBE, WALL PAPERS, DECORATION MATERIALS AND IN  
GENERAL PAPER RECYCLING TECHNOLOGY.

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MR. GEORGE NKWA, PRESIDENT OF NKWA AND SONS, IS INTERESTED IN

-----  
MANUFACTURER'S REPRESENTATION IN THE FIELD OF SCIENTIFIC AND  
MEDICAL SUPPLIES. HE ALSO SEEKS JOINT VENTURE OR FRANCHISE  
ARRANGEMENTS TO MANUFACTURE OR ASSEMBLE HEALTH CARE AND  
FURNITURE IN NIGERIA.

CHIEF D.O. OGUGUA, MANAGING DIRECTOR AND FOUNDER OF DES OGUGUA

-----  
AND SONS LTD. CONSTRUCTION COMPANY, IS A SHAREHOLDRE IN SUPER FINE  
CHALK NIGERIA LTD., TIME SHILL NIGERIA LTD., AND MERCURY

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AMEMBASSY ABIDJAN  
AMEMBASSY COTONOU  
AMEMBASSY LOME  
AMEMBASSY MONROVIA  
AMCONSUL IBADAN  
AMCONSUL KADUNA

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ASSURANCE COMPANY. MR. OGUGUA IS INTERESTED IN SEEING  
MANUFACTURERS OF BEER AND SOFT DRINKS. HE IS ALSO INTERESTED  
IN SHIPPING AND PRODUCTION COMPANIES.

MR. F.O.A. ATOKI, MANAGING DIRECTOR OF FRED ATOKI PUBLISHING

-----  
CO., IS INVOLVED IN PUBLISHING AND PRINTING SIX JOURNALS. MR.  
ATOKI IS INTERSTED IN CONTACTING REPUTABLE PUBLISHING  
COMPANIES. HE WOULD ALIKE TO MEET WITH MEMBERS OF THE MEDICAL  
AND PHARMACEUTICALS FIELDS, SUCH AS REGGIE C. SMITH OF  
UNIVERSITY OF MISSISSIPPI AND MEMBERS OF PHARMACEUTICAL  
MANUFACTURERS ASSOCIATION. MR. ATOKI IS SEEKING A  
TECHNICAL ASSISTANT IN PRINTING AND PUBLISHING AND WOULD LIKE  
TO MEET WITH PRINTING MANUFACTURERS WITH A VIEW OF IMPORTING  
TECHNICAL MATERIALS, PRINTING MACHINERY AND EQUIPMENT.

MR. T.K. AUDIFFEREN, IS CHAIRMAN-MANAGING DIRECTOR OF AUDIFFEREN

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ASSOCIATES AND DIRECTOR OF GEORGE WIMPY, A LARGE CONSTRUCTION COMPANY IN NIGERIA. HE IS A MEMBER OF THE FEDERAL AVIATION ASSOCIATION AND A MEMBER OF THE ROTARY CLUB OF LAGOS. MR. AUDIFFEREN IS INTERESTED IN CONSTRUCTION COMPANIES, CONSULTANCY AND REPRESENTATION AND ANY OTHER SMALL SCALE MANUFACTURING.

DR. F.C. OKOYE AND J.C. OKOYE ARE MEMBERS OF THE N-A C/C

-----  
AND DIRECTORS OF A LARGE NIGERIAN CONSTRUCTION COMPANY. THE COMPANY IS SEEKING CONSTRUCTION PARTNERS AND PARTNERS IN THE MANUFACTURE OF CONSTRUCTION EQUIPMENT. DR. OKOYE IS ON THE BOARD OF DIRECTORS OF BARCLAYS BANK, A WELL KNOWN LEGAL PRACTITIONER.

MRS. RONKE SEMOWO, MANAGING DIRECTOR OF RONKE COMMERCIAL

-----  
ENTERPRISES, IS INTERESTED IN GARMENT MANUFACTURING (ESPECIALLY BRIEFS AND SLIPS), TEXTILE WEAVING, DETERGENTS AND JOINT VENTURE IN HOTEL BUILDING.

MR. E. ALABI THOMPSON, ADMINISTRATIVE SECRETARY, NIGERIAN-

-----  
AMERICAN CHAMBER OF COMMERCE, DIRECTOR OF CONTINENTAL BUYING AGENCY LTD., IS INTERESTED IN DEVELOPING LINKS BETWEEN AMERICAN AND NIGERIAN COMPANIES WHO HAVE INTEREST IN PRESENCE OF CHAMBER. HE IS ALSO INTERESTED IN ASSISTING IN THE INCORPORATION OF THE LOS ANGELES AND ATLANTA CHAMBERS AND WILL LIAISE WITH CHAMBERS TO MAKE COMMUNICATIONS WITH U.S. MORE EFFICIENT.

MR. S.I. LAWAL, PRESIDENT OF ACME BUILDERS LTD. AND EX-PRESIDENT

-----  
OF THE FEDERATION OF BUILDING AND CIVIL ENGINEERING CONTRACTORS  
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IN NIGERIA, IS INTERESTED IN THE CONSTRUCTION AND ALLIED INDUSTRIES. HIS CONSTRUCTION COMPANY IS CATEGORY "D" AND HE WOULD LIKE TO MANUFACTURE BUILDING MATERIALS AND PREFABRICATED SHEETS.

4. INFORMATION ON OTHER PARTICIPANTS WILL FOLLOW. EMBASSY REQUESTS STATE AND COMMERCE ASSISTANCE IN DEVELOPING PROGRAM FOR THE N-A C/C. MR. GARBARINO IN NEW YORK WILL ALSO ASSIST IN NATIONWIDE PROGRAMMING. TWO ESCORTS SHOULD ACCOMPANY DELEGATION THROUGHOUT U.S. AS DURING 1973 DELEGATION. MEETINGS IN WASHINGTON SHOULD BE ARRANGED IN ANTICIPATION OF NUSTED TALKS IN LAGOS. CONTACT PEOPLE MENTIONED AND OTHERS TO DEVISE PROGRAM. PLEASE ADVISE TENTATIVE PROGRAM ASAP.  
WYMAN



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## Message Attributes

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